As the manufacturing dynamics of North America change, so does NADCA. Last year, through the leadership of the Board and the active participation of NADCA members, we successfully completed major initiatives in all of the main areas of the association. The year included Cast-Expo’05, revisions to the specifications books, in-plant safety training, energy audits, environmental assessments, and bilingual education courses. The details of these accomplishments and more are described in this annual report.

For 2006, a whole new set of goals has been developed. Worldwide technology reports, regional CEO group meetings, design assistance, online education, and some specialized studies on end markets head this list. We will be assessing worldwide technology in the areas of die materials, process control, and dimensional specifications. Comprehensive reports will be issued to the membership in order for them to gauge their specific operational practices against these areas. In order to better understand the industry needs, we will be hosting CEO breakfasts across North America. We also will be focusing our efforts to market the industry through providing design assistance to the OEM community. Other new initiatives will see the introduction of online training and technical assistance. These are aggressive goals that will change many of NADCA’s products and services. However, these changes are necessary to keep up with the evolving needs of the industry.

NADCA is also striving to provide many of these products or services at a greatly reduced cost to the membership. We look forward to the members’ continued contributions to these efforts.

The challenges that 2006 will bring are significant. Working toward achieving the goals that have been set for us by the Board is exciting. We invite any member to provide their perspective on these issues or any other service that NADCA may be able to develop to help the industry compete.

Sincerely,

Daniel Twarog, President
Those Who Lead

NADCA's 2005 Executive Officers

Doug Taylor,
Chairman
Del Mar Industries Inc.

Robert Wilson,
Vice Chairman
Callen Manufacturing Corp.

Michael Stroh,
Secretary/Treasurer
Stroh Die Casting Co. Inc.

NADCA Staff

Leo Baran
Director of Membership & Marketing

Sue Kiss
Education Manager

Angelique Landini
Director of Finance & Administration

Matthew Leonard
Graphic Artist

Tricia Margel
Director of Information Systems

Nancy Mindy
Manager of Membership Services

Donna Peterson
Managing Editor

Kathy Smith
Executive Assistant

Adrienne Szymbek
Advertising & Promotions Manager

Daniel Twarog
President

Stephen Udvardy
Director of Research, Education, & Technology

Jerry Wilkey
Project Engineer

NADCA Interns

Allison Conlon
Accounting Intern

Melissa Herceg
Graphic Design Intern

Mary Kate Lorbach
Accounting Intern

Alexandar Monroe
Research & Development Intern

Jason Soderlind
Graphic Design Intern

Christine Twarog
Accounting Intern

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Planning for the Future

**NADCA Mission**

To continue as the worldwide leader in stimulating growth and improvement in the die casting industry.

**Strategic Areas of Concentration**

**Chapter Relations:** Determine the role of the chapter in NADCA.

**Research & Development:** Maintain and expand funding sources while identifying industry needs and placing tangible results on the factory floor. Focus efforts on obtaining all applicable and available technology.

**Education:**
Create programs for new markets and upgrade delivery systems while measuring the effectiveness of the training. Ensure that the most recent research information is incorporated into the standard education curriculum.

**Meetings & Expositions:** Review NADCA’s meetings schedule and explore options to coordinate with other groups.

**Marketing:**
Develop a plan to effectively market die casting as the process of choice.

**Government Affairs:**
Foster strategic alliances and increase grassroots efforts to further strengthen the program. Effectively communicate the ongoing efforts and impact that the program is having.

**Globalization:**
Develop a plan to define NADCA’s global presence.

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**Professional Investment in Membership**

With continued consolidation of various segments of the die casting industry, and the financial management push by corporations to reduce costs everywhere and anywhere, memberships of any kind are always under intense scrutiny. Yet the value of a NADCA membership remained an important investment in the future to over 3450 individuals and corporations in 2005. Individual Membership numbers increased and were up 9 percent over 2004 totals and Corporate Membership continued to hold steady with 288 casters and suppliers in North America holding this level of NADCA membership. Throughout the year, membership promotions continued, reminding those not committed to their industry, that NADCA’s services could give them a leg-up over their current non-member status. Promotions included email, direct mail and the distribution of applications to the Chapter leadership. And, because of the ability to inform individuals from around the world, the membership department had their own area in the NADCA Resource Center during CastExpo’05 in St Louis, Missouri which added to the increases in individual member numbers during the year.

To continue including unique additions to the already substantial list of benefits and services, NADCA unveiled yet another in 2005 which allowed Corporate Member key contacts to communicate with their colleagues with just one e-mail. Through the creation of a “LISTSERV,” Corporate Member die casters can ask any question or make a comment, and just by hitting “send,” it will reach all Corporate Key Die Casters in good standing.

For instance, upon the initiation of this service, one of the first questions was an inquiry to know how peers are combating escalating energy prices. By sending a message via this new service, answers came from die casting companies across North America.

NADCA continued its relationship with the Canadian Die Casters Association (CDCA) by attending their Annual General Meeting in June. Continued cultivation of the strengthened relationship currently in place with the CDCA will allow for more NADCA involvement with die casters in the province of Quebec.

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**Regional Networking Through Chapters**

Reaching out to every region in North America where members reside, by a centralized national office, can be a daunting task. But through the NADCA Chapter structure, isolation can be relieved via local networking, and the individual’s interest in broadening their professional horizons can be accomplished through educational courses and monthly meeting speakers.

Keeping the regions informed of national activities continued to be a high priority throughout the year. NADCA staff attended or spoke at over 12 Chapter meetings, bringing Chapter members and interested individuals updates on topics such as the state of the die casting industry, R&D developments and projects, and the ongoing industry marketing program.

To assist Chapters in knowing which members are in good standing, a section of each Chapter web page now allows “real-time” access to the most current list of members. As the demand for membership services increases, Chapters can now
easily verify if an individual is a “card carrying” member thus availing them to special pricing or other unique “member only” benefits. All membership changes and updates that are made can be viewed in real-time on the Chapter’s web page.

Since acceptance by the NADCA Finance Committee and the Board of Governors (BOG), 12 Chapters verified that they met the qualifications and received monies earmarked for assistance. Chapters have been reporting the use of their received funds and NADCA will continue to request updates and publish stories based on the use of the monies.

Finally, under the guidance of the Membership & Chapter Relations committee, a detailed review was begun regarding the current geographical break out of “Areas” in the NADCA structure. Understanding that any recommendations could affect the total number of board members on the BOG, the redistricting meetings and discussions will continue into 2006 to verify that all North American chapters will receive the best representation on the BOG as possible.

Upgrading the Workforce

Attendance level for NADCA educational courses was strong for the second year in a row. National, Chapter and In-Plant class attendance in 2004 totaled 1143 students for 88 course offerings. There were 47 national courses with 234 students, 19 Chapter courses with 290 students and 22 In-Plant courses with 619 students. Coupled with the courses offered by Southwestern Michigan College (SMC) with an attendance level of 54, total attendance was 1197. Additionally, 84 students completed the Operator Training Program as In-House training, 22 of which were through SMC. A high, over recent years, of 17 new trainers were developed for the Operator Training Program through the Train-the-Trainer course. This sets an expectation for growth in the In-House Program in 2006. Promotion of the education and training courses was further refined in 2005 and continues to utilize the magazine, NADCA website, direct mailings, and both broadcast and targeted emailings as promotional vehicles.

Efforts within the Education Program, in addition to course offerings, led to the following key accomplishments: course revisions, new course development, course translation to Spanish, Operator Training Program presented in Spanish, and National and OEM courses conducted in targeted geographic regions.

Course revisions included updating the presentations for the EC-514 Gating Course and the EC-908 Safety Course. A new course on Environmental Management System (EMS) was established and utilizes an EMS training and information document that was compiled in conjunction with the U.S. EPA. Although conducive to National and Chapter course presentation, this course is geared toward In-Plant presentations and includes an up-front on-site audit to best assist in improving a plant’s current EMS and saving/avoiding environmental compliance related costs.

The presentation material for the Operator Training Program was translated to Spanish and the course was conducted at NADCA headquarters in Spanish. This offering was highly successful and led to the translation of the EC-908 Safety Course presentation material to Spanish also. This course, as well as the Operator Training Program, will be offered in Spanish in 2006.

To assist education programs in specific Chapter Regions and eliminate risk for Chapters, NADCA headquarters sponsored one course in four different regions of the country. An OEM design seminar was held back-to-back with two of these offerings, providing an opportunity for designers in these areas and expanding access to

NADCA’s first EMS class was offered in 2005.

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Working Smarter With New Technology

There were 23 projects in the 2005 NADCA Research and Development Program portfolio. Six new projects were initiated during the year and 12 projects were completed. Two of the new start projects are under the Department of Energy (DOE)/Cast Metals Coalition (CMC) ENERGY-SMARRT Program, one is under the DOE Best Practices Program, and three are being conducted with NADCA R&D funds. Through the Advanced Technology Institute and in conjunction with the American Metalcasting Consortium (AMC), a successful proposal was submitted in response to a Department of Defense/Defense Logistics Agency solicitation. The proposal entitled Castings for Improved Readiness was the sole selection and will continue the AMC program into a fourth phase of effort, allowing for more new start projects in early-2006.

Accomplishments in 2005 stemming from completed R&D project results include the development of Shot System Components User’s Guide (publication #525), revision of Care and Maintenance of Die Casting Dies Manual & Checklist (publication #E-501), release of Version 3.0 of the Design for Die Casting CD-ROM (publication #760-CD), Transaction Papers, and R&D Guidebook Reports.

Other research and technology accomplishments entailed the expansion of an energy assessment tool, modification of the R&D web page, conducting the NADCA Congress, conducting the Computer Modeling Fair, completion of the work on the next revision of the Product Specification Standards for Die Castings (to be released in early 2006), and initiation of reports on foreign technology. The expanded energy assessment tool is now in an electronic format and is applicable to aluminum, zinc, and magnesium plants. Through the DOE Best Practices Program and offering of a service to corporate members, 12 plant audits have been conducted.

To steer visitors of the NADCA R&D web area to research results more quickly, the site was modified and R&D Guidebook Report Summaries were added and organized by key topics or strategic areas. From the NADCA front page, click on “technology dissemination” then “implemented results” to view a list of projects with accompanying reports and implementation strategies.

There were 43 papers selected for and presented at CastExpo’05 over the course of 15 NADCA Congress Sessions. Many of the papers were regarding NADCA sponsored research. The Congress remains as a primary mechanism of transfer of the most recent technological information.

A successful computer modeling event, dubbed the Computer Modeling Fair, was held and attracted over 70 participants. Major commercial software suppliers provided presentations on the modeling results of a configuration supplied by a die caster, while describing the most recent developments and power of their programs. This, plus the subsequent one-on-one demonstrations allowed the attendees to assess various software programs at one time and place.

In addition to the contributions made that enabled the aforementioned accomplishments, technical committees and task forces continued their efforts in selecting new projects, providing oversight of current projects, and future technology planning for the advancement of the industry.
Maximizing Knowledge Through Industry Events

CastExpo’05 was held April 16-19, 2005 in St. Louis, Missouri. It was the first time in history that the American Foundry Society and NADCA teamed up to host a joint congress and exposition. The successful result was the largest metalcasting event of the year. For four days, more than 10,000 people from 44 different countries streamed into the America’s Center to visit exhibitions, listen to technical presentations, go on plant tours and attend special events.

Exhibitors and attendees alike showed their support of the metalcasting industry. The exhibitors numbered over 450, and spanned nearly 160,000 square feet of floor space. Exhibitors had the opportunity to gain exposure to individuals from all areas of the industry. Attendees benefited from the fact that they were able to gain exposure to new technology and different vendors than they typically would by only attending one organization’s show.

The Congress Sessions included about 150 technical presentations given by an international delegation of authors. Sessions were well attended by those interested in technological advancements and processes in the industry.

The local St. Louis manufacturing industry was a highlight of the show for many attendees. Five different companies offered plant tours at their facilities.

An awards banquet was held to recognize individuals who have made significant contributions of time and expertise toward the advancement of the die casting industry and NADCA. The Austin T. Lillegren Award was presented to Drew Debrey, president of Quad City Die Casting, a division of Quad Cast Inc. The Herman H. Doehler Award was presented to Yucong Wang a senior staff engineer at the Surface Engineering and Tribology Center at GM Powertrain. The Gullo and Treiber Award was awarded to John L. Jorstad, president of J.L.J. Technologies Inc. EXCO Engineering was chosen for the Edward A. Kruszynski Supplier Excellence Award. Peter Olmsted was posthumously honored with the Nyselius Award. Other awards presented during CastExpo included the Instructor of the Year, Technical Committee Member of the Year and Best Congress Paper. Safety Award Winners and die casting award winners were on display.

As one of the key venues for updating the industry on technological breakthroughs and allowing industry leaders to view advancements in machinery, consumables and services, CastExpo’05 attracted people from all around the world.

During 2005, NADCA also conducted the CEO Conference, the Government Affairs Briefing, the Plant Management Conference and the Computer Modeling Fair. The CEO Conference was held February 27-March 3, 2005 in Scottsdale, Arizona. Topics covered during the event included the dangers and opportunities of globalization, the future of alternative transportation technologies, the future of manufacturing, China’s auto economy and die casting in India.

The Government Affairs Briefing took place June 14-15, 2005 in Washington, D.C. Key issues included the state of U.S. manufacturing, global competition and research programs. The conference provided attendees time to meet one-on-one with their members of Congress.

The Plant Management Conference held September 21-23, 2005 in Schaumburg, Illinois, was attended by more than 60 people. Presentation topics included automated deburring, increasing die life and environmental issues. Attendees had the opportunity to take tours of two die casting facilities: Dynacast in Elgin, IL and Metaldyne in Niles, IL.

More than 70 people attended the Computer Modeling Fair on October 20-21, 2005 in Northbrook, Illinois. Computer modeling software developers showcased their software during formal presentations and one-on-one demonstrations. The conference offered a chance for attendees seeking solutions to their die casting problems to learn possible ways to improve productivity while reducing scrap.

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Reaching the OEM

Industry marketing continued at a strong pace during the year. With completion of year two of a three year program, the die casting industry continued to make its presence known to the key decision makers in the OEM community, yet the drive to make a measurable impact on the buyers, designers and specifiers of die castings continued to be a challenge. The Marketing Committee guided staff in the hiring of a new marketing firm, and oversaw the development of a new series of ads directed toward the “personal” side of the industry, defining North American die casters as “problem solvers” and capable of “precision engineering,” while showing actual people in the industry. With support from the results of an OEM survey/audit completed during the year, ads will be further refined for the remaining year of the program.

These modifications also supported the distribution of the first of a series of white papers, entitled, **Collaborative Engineering Reduces Costs, Improves Production Efficiency**. Written with the input from five industry experts, the white paper drew inquiries from OEMs in such diverse end-markets as aerospace/defense and office furniture, to instrumentation and security devices.

The generation of specific individual contacts at manufacturing and design companies around the world continued to be a key element of the program. Over 625 unique individual names were gathered in 2005 through the advertising, seminar, website, and direct mail programs. All inquiries were followed up with general design information.

The CD-ROM **Design for Die Casting** continued to be the most sought after item from NADCA’s OEM specific library. Realizing that the information contained on the CD continues to be an excellent design resource, upon the release of version 3.0, informational ads began to tout its availability, and this will continue into 2006, stressing details contained in the CD to better help those interested in using die castings in their designs.

Education is even part of the marketing effort! Besides the highly respected **Design for Die Casting OEM Seminar**, of which NADCA ran two and had over 25 in attendance, NADCA Marketing initiated a new service. To verify that the newest marketing materials, concepts and branding statements were being used and reaching the key people in the die casting sales chain, a five-step sales process seminar was conducted at four locations across North America. The continuation of the program will be reviewed to verify if those that attended the first set of seminars found value in the program and were able to use aspects of the program to bolster their company’s sales and marketing efforts.

NADCA exhibited and presented a paper at the International Appliance Technical Conference in 2005. The paper presented was titled, **Innovative Die Casting Technologies Stimulate Appliance Market Trends**. The exhibit drew interest from the attendees and the contact information of those that stopped by the booth was shared with those subscribing to NADCA’s bimonthly lead report service.

Finally, the OEM section of the NADCA website continued to be enhanced with improvements in the “Media” section as well as other updates based on the ongoing distribution of press releases on various topics.
Industry Facts and Figures

The Wage and Benefit Survey, published annually by NADCA, was conducted in December of 2005. The survey represents 40 companies in the die casting industry nationwide. The information is provided both nationally and regionally by participating companies. It gives an inside look at the surveyed facilities in terms of annual sales, number of die casting machines, number of employees, etc.

This year, the typical participating company had annual sales of $19.3 million per year; utilized 16 die casting machines, employed 125 full-time direct labor employees. Nine (23 percent) were union shops. Less than one percent of the total production employees reported were temporary. Almost 83 percent of the survey participant’s total employees were hourly production employees. The report also covers how hourly employees are compensated, what benefits they receive and how practices vary by company size and location.

In April of 2005, NADCA published the 2004 Financial Survey. This survey provides a snapshot view of the financial performance expected from a company in the die casting industry. Productivity, sales performance, profitability and manufacturing efficiency are all measured and reported.

Seventeen die casting companies participated in this year’s survey representing 28 facilities with all results based on the most recently ended fiscal year of each participant. Based on the responses of die casting companies to this survey, the industry shipments rose and profitability decreased since 2003. Pounds shipped increased 6 percent since 2003. Profits remain positive, but weak with a median net profit of 3.5 percent for all respondents.

Another measure of profitability, Income Before Interest, Taxes, Depreciation, and Amortization (IBITDA) decreased slightly from 7.45 percent in 2004 to 7.4 percent in 2005. Efficiency as measured by output per employee decreased by approximately 11 percent compared to 2004.

2003 was the first year NADCA participated in the Metalcasting Operational Cost Study. The survey is conducted every two years. The study was published jointly by the American Foundry Society and the North American Die Casting Association. In 2005, more than 106 companies participated in the survey and the results were combined for the entire industry as well as broken down by metal type, process type, employment size, and sales dollars. The sales of the participants amounted to approximately $2.81 billion and covered 17,294 employees.

Documenting Technology

NADCA introduced several new and revised publications and software that continues to spread information and technology. The following publications were revised or new in 2005:

- Guide to Quick Die Changes
- Shot System Components User’s Guide
- Design for Die Casting CD-ROM Version 3.0
- A Guide to Reducing & Treating Aluminum Dross
- Care and Maintenance of Die Casting Dies Manual & Checklist
- Die Casting Safety Training CD-ROM
- Die Casting Defects CD-ROM
- Die Casting Safety Book

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Providing a Voice in U.S. Government

NADCA’s Priority Issues & Key Projects
In 2005, NADCA’s Government Affairs Committee (GAC) oversaw federal advocacy to strengthen the die casting industry through NADCA’s Manufacturing Initiative. Work also continued on several critical partnerships with federal agencies to support industry research and environmental compliance.

Manufacturing Initiative
Now in its second year, the “Manufacturing Initiative” continued to strengthen NADCA’s voice in important policy debates. The GAC created policy goals and structure to guide advocacy within Congress and the federal agencies in four priority issue areas — regulatory reform, health care, energy and U.S. currency policy. Within Congress, NADCA met with congressional leaders to discuss the importance of the die casting industry and position NADCA’s issues as priorities for the key committees.

Specifically, NADCA encouraged Senators Dole (R-NC), Allen (R-VA) and Shelby (R-AL) to introduce Senate companion legislation to H.R. 1498, the Chinese Currency Act of 2005. In addition, NADCA lobbied for the passage of Association Health Plan (AHP) legislation. While this bill (H.R. 525) passed the House of Representatives, the Senate version (S. 406) still remains in committee. Within the Administration, NADCA actively campaigned to place a die caster on the Department of Commerce’s Manufacturing Council and worked to identify proposed rules that could have a negative impact on the industry’s ability to compete within the global marketplace.

DOE Metalcasting Research
For the last 15 years NADCA, through the Cast Metals Coalition (CMC), has collaborated with the U.S. Department of Energy to facilitate metalcasting research. Since 1989, CMC has been successful in securing bipartisan support of Congress and of the Administration for over $55 million in federal dollars for this program.

In 2003 and 2004, the Administration annually sought to slash this important program by $2 million. Through an aggressive and unified industry effort on Capitol Hill, CMC was able to secure House and Senate approval that doubled the administration’s request for a total of $4.0 million for each of those years.

Despite these successes in 2005, the Administration once again sought to cut the program funding by 50 percent. Overcoming the funding cut proved far more difficult than previous years. First, Congress changed the jurisdiction for the funding decisions. Second, the industry experienced significant internal fragmenting of support for the funding which diluted Congressional support. For the first time since 1989, the CMC was not successful in achieving its funding goal in 2006. NADCA is developing a new approach and aligning with strong die casting research partners to work toward renewed funding in the future.

DOD Metalcasting Program
NADCA is a founding partner and continues to participate in the American Metalcasting Consortium (AMC). The AMC was formed in 1995 to work with the U.S. Department of Defense (DOD) on an innovative casting conversion program to address lead time and cost challenges for weapons system parts. In 2005, NADCA, along with its AMC colleagues, was successful in obtaining another $2 million for defense-oriented metalcasting research.

EPA SECTOR PROGRAM
Since 1998, NADCA has partnered with the U.S. Environmental Protection Agency on the Metalcasting Sector program (formerly Sustainable Industries). Through this effort, NADCA has developed several tools to assist die casters with environmental compliance. In 2005, NADCA published and conducted a training course on environmental management systems (EMS) for die casters. By working with senior EPA officials, NADCA was able to clarify the painted ingot issue and identify new compliance assistance opportunities.
The New Standard in Communication

In 2005, over 5 million people visited NADCA's website at www.diecasting.org. As part of NADCA's industry marketing program, the website continued to change and evolve. Specific audience areas, such as media and OEMs, were continuously updated, expanded, and improved. Also added to the website was a site search. This allows members to search for any unrestricted information available on the website.

NADCA expanded the dissemination of technology information to the membership. This service allows members in good standing a tool to search NADCA's published information on any industry topic. Available in the new “Technology Library,” resources include the last nine years of published Congress Transactions and select articles from the last six years of Die Casting Engineer magazine. Once a search is completed, the information can be immediately downloaded in PDF format.

NADCA also expanded the research area. The “Implemented Results” provide information for the practical use of research results. The project summaries compiled are organized under five task teams, which represent five major strategic areas. Several of the summaries include implementation strategies and case studies or success stories to let the die caster know what should and can be done as the result of research findings. These summaries highlight the elements of the NADCA Research & Development Strategic Plan and Roadmap.

Also expanded for members was the “Research Updates,” which provide information about ongoing research. The project summaries compiled are organized under five task teams, which represent five major strategic areas.

The chapter web pages also saw some renovations. Chapter officers are now able to see the current listing of their chapter members in real time.

Banner Advertising continued to increase in the year 2005. The revenue for the Website banner ads successfully offset the total cost of NADCA's Website.

Monthly Resources for the Die Casting Industry

Die Casting Engineer (DCE) magazine is distributed to all Individual Members, Corporate Members and to subscribers. In 2005, 23,000 copies of DCE were in circulation, with an average of 3800 people receiving each issue.

The magazine’s purpose is to act as a vehicle to promote the industry. It does so by featuring upcoming educational courses, conferences, industry news and technical articles submitted by the industry's leading educators, scientists and suppliers. The past year featured approximately 36 articles throughout the six issues. Some of the organizations/universities that contributed their technological expertise included New Jersey Institute of Technology’s Center for Manufacturing Systems, Worcester Polytechnic Institute, and Lean Enterprise Institute, Inc. More than half of 2005’s technical articles were contributed from die casting industry suppliers. Of the supplier contributed technical articles, 85 percent were NADCA Corporate Member suppliers.

Die Casting Industry LINKS finished its fifth year of publication for Corporate Members only, and continued to provide a diverse content to satisfy the needs of many different levels of upper management, sales and marketing departments and presidents and CEOs of die casting companies and suppliers. Because the magazine only targets these individuals — the key contacts of all NADCA’s Corporate Member companies — much of the information is very sought after, and is available only to these companies. Recipients of LINKS can look forward to the State of the Industry Report, in-depth industry marketing updates, Wage & Benefit Survey results, Financial Survey Results and many other feature stories addressing ways to improve a company’s bottom line. A large portion of LINKS content is derived from NADCA staff, another portion comes from business consultants, both involved with the industry and more general areas such as human resources. LINKS was made publicly available for the first time at CastExpo’05, where it also served as a program guide for show attendees.

DCE introduced its first eNewsletter, DCE Update in 2005. It started in May, and has been sent to members and subscribers every month since. This electronic newsletter is designed to provide a
quick look at the most recent issue of DCE. Every month, snippets of select stories are sent to members and subscribers so they can get a sneak peak at the top features. The email newsletter also helps to keep readers informed, in case news comes out between issues of DCE that might need to be immediately reported, such as EPA regulation notices. A LINKS Update has been drafted and will begin monthly circulation in 2006 via email, to its regular mail recipients.

In the past six years since NADCA’s last membership survey, the industry has seen many changes in demographics and activity levels, so it was decided that 2005 would be an appropriate time to again conduct a survey. The survey was only made available online via NADCA’s Website, and only advertised through the eNewsletter, DCE Update. Approximately 10% of the entire membership and subscriber base combined responded to the survey. The full report on this subscriber/membership survey was printed in the November 2005 issue of DCE. Among other results, the survey indicated that on average, three people other than the member or subscriber read every issue of the magazine. If we translate that information to numbers, that gives the magazine an estimated circulation of more than 11,000 readers per issue and over 70,000 for the full six issues.

**Bottom Line**

In 2005, NADCA ended well above expectations financially. Net revenue at December 31 was $1,080,098.45, which was $361,028.45 above budget. Gross revenue came in 9 percent over budget with department expenses coming in 6 percent under budget and general & administrative expenses slightly over budget.

In April of 2005, NADCA, in conjunction with the American Foundry Society hosted a very successful CastExpo. NADCA’s share of revenue from exhibit sales was 13 percent above expectations and revenue from the Congress sessions ended up twice the budgeted amount. Overall, NADCA’s profit from the CastExpo was $86,069 above budget.

Our education department also thrived in 2005. At year end, total revenue from education classes was 40 percent above projections. In conjunction, expenses only increased 11 percent due to higher attendance which in turn, increased class material expenses. Net profit ended up $82,000 higher than anticipated.

As the new year begins, we will see a few changes. Leonard Cordaro, president of Premier Die Casting will become the new chairman of NADCA’s Finance committee. We are looking forward to working with him. At the same time, we would like to thank Michael Stroh, president of Stroh Die Casting and outgoing chairman of the finance committee for a job well done!

**2005 Department Revenue**